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# GREATER KANSAS CITY.



## HOW THIS BOOK CAME.

*During the summer of 1895, the Kansas City "Times" conceived the idea of furthering the growth of Kansas City by the organization of a 500,000 Club, its purpose being the building of a "Greater Kansas City."*

*With the view of aiding the "Times" in its efforts towards developing this "Greater Kansas City," the Missouri, Kansas & Texas Trust Company offered \$2,100 in prizes for articles pertaining to Kansas City and its interests. The prize articles are contained in this little book, which is published with the purpose of giving some adequate idea of the city's past and present, and the abundant prosperity which the future promises. So many false impressions are scattered about regarding the present condition of Kansas City, it is but justice that they should be corrected, that the world should know Kansas City has entered upon an unlimited season of sound prosperity, and that a population of 500,000 will in the next few years be a reality and not a vision.*



KANSAS CITY, MO., OCTOBER, 1895.

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1895.

# KANSAS CITY OF THE PAST.

## PRIZE ARTICLE NUMBER 3.

By Thomas P. Jaudon, Jr.

LET the genial "Father of American Literature" speak. He wrote the following letter to his sister, Mrs. Paris, at a time when this wonderful city existed only in the mind of the prophet and the sooth-sayer:

Independence, Mo., September 26, 1832.—My Dear Sister:—We arrived at this place the day before yesterday, after nine days' traveling on horseback from St. Louis. Our journey has been a very interesting one, leading us across fine prairies and through noble forests dotted here and there by farms and log houses, at which we found rough but wholesome and abundant fare, and very civil treatment. Many parts of these prairies of Missouri are extremely beautiful, resembling cultivated countries embellished with parks and groves, rather than the savage rudeness of the wilderness.

Yesterday I was out on a deer hunt in the vicinity of this place that led me through some scenery that only wanted a castle or a gentleman's seat here and there dispersed to have equalled some of the most celebrated park scenery of England.

The fertility of all this Western country is truly astonishing. The soil is like that of a garden and the luxuriance and beauty of the forests exceed any that I have ever seen. We have gradually been advancing, however, toward rougher and rougher life, and are now in a little straggling frontier village that has been only five years in existence. From hence, in the course of a day or two, we take our departure southwardly, and shall soon bid adieu to civilization and encamp at night in our tents. My health is good, though I have been much affected by the change of climate, diet and water since my arrival in the West. Horse exercise, however, agrees with me. I enjoy my journey exceedingly, and look for still greater gratification in the part which is now before

me, which will present much greater wilderness and novelty. The climax will be our expedition with the Osages to their hunting ground and the sight of a buffalo hunt. Your brother,

WASHINGTON IRVING.

It is stated on good authority that the author of the Sketch Book, in company with the commissioner of Indian affairs, Count Pourtales of Switzerland, Mr. Harvey Younger and others, departed from Chouteau's warehouse, thence westward and finally southward to the land of the Osages.

The distinguished visitors were greeted by the French settlers along the Missouri, but these were demure in manner and very few in number. Had Washington Irving visited Jackson county in 1837, in company with President Cleveland, he would have been welcomed by the citizens of a throbbing Western metropolis, which stretches gracefully, compactly and commercially from near Chouteau's warehouse, over the hills and vales, even far beyond the halting spots where the great novelist stopped his panting steed for a few moments' rest.

One evening in 1854 two strange looking men landed from a steamer near the foot of Delaware street and walked across the levee to the Gillies hotel, at that time our only hostelry, now doing duty as a soap factory. One of the gentlemen was tall and stately, the other of medium stature. They were Senator Thomas Benton and John C. Fremont. "Fremont and Benton had arrived to complete arrangements for an experiment with camels as beasts of burden across the plains during the hot season." The tall Senator was very enthusiastic on the subject, and furthered the scheme at all hazards. On the following day these gentlemen walked amid the cluster of houses which constituted "Kansas" City, and which sheltered

less than 300 inhabitants, and wended their way to the home of Dr. Johnson Lykins, whose house was on a bluff overlooking the town. At dinner Senator Benton discussed camels thoroughly, declared that many had already been imported and that the plan was feasible. He was in remarkably good spirits, and after dinner said to Mrs. Lykins: "Mrs. Lykins, you will take a trip to California on one of those camels, won't you?" Mrs. Lykins laughed and said she preferred "a more comfortable mode of travel." The statesman's face saddened. "You are a very young woman," said he, "and you will live to see the day when the railroad will cross the plains and mountains to the Pacific coast." Mrs. Lykins told him his project was as visionary as a trip to the moon. "I will not live to see the prophecy verified, but the next generation will," replied the stern-visaged statesman.

Colonel Benton's scheme failed, but Mrs. Lykins lived to see his prophecy fulfilled, and recently closed her eyes upon a mighty scene of rapidity and commercial activity, as Kansas City is the second greatest railroad center in the United States, and its seventeen systems have a mileage of over 67,000 miles, directly tributary to its business.

Senator Benton, decidedly different from most statesmen, was an exception to the Biblical declaration, "A prophet is not without honor save in his own country." The visit described above was Colonel Benton's last to Kansas City. Some years before he spoke to the assembled citizens on the Randolph bluffs, a few miles below the city.

Pointing the long index finger of his right hand to the west the Missouri senator dramatically declared that a mighty city would some day cover the bottom lands and hills which stretched majestically southward from where the waters of the placid Kansas joined the ever turbulent Missouri. The tall statesman also declared that on these hills would be built the greatest commercial center west of St. Louis. The commerce did come; the railroads did

come; the city did come, but how did the Senator come? He came and departed by boat. The era of the steamboat is not the least important in the history of Jackson county. The first boat to pass the site of Kansas City was the Independence, in 1819. During the days of the steamboat the levee was covered with goods; wagons were being loaded for the trip across the plains, and the cries of the runners for the Gillis hotel and the Farmers' hotel added not a little to the vociferous and pious imprecations of the mates and the constant thud of the exhaust. In 1857, 1,500 steamboats arrived and departed at the levee, but in 1873 there were only 130.

The "Santa Fe Trade" was the cause of the happy steamboat days, though the settlement of Kansas and Kansas City's being the natural gateway to that territory, helped the steamboat trade materially. The trade with Mexico, commonly called the Santa Fe trade, because Santa Fe was the gateway into that somnambulant country, began very early after the year 1820. Americans had reached Santa Fe previous to that date. "The profits of those early trading parties were so great, and their reports so flattering and exciting that in 1822 a large number of parties with large amounts of merchandise went out."

In 1833 Westport, now a suburb of Kansas City, was founded. It grew rapidly and the merchants carried on quite an extensive Indian trade. The main landing place was at Blue Mills, a few miles below Independence. The merchants of Westport thought the distance to Blue Mills too great, and the boats began to land their goods at Chouteau's warehouse, but Mr. John C. McCoy, the founder of Westport, received his first stock of goods by the steamer John Hancock and ordered them to be landed in the woods above Chouteau's house, where Grand avenue now reaches the river. This was in 1832, and was the first landing ever made at what afterward became the Kansas City levee.

"Westport Landing" thus began its existence. The Mexican trade was outfitted briskly at Independence until 1843, when it was suppressed by General Santa Anna. "The suppression of this trade was a severe blow to Independence, and damaged Westport somewhat." In 1845 the Santa Fe trade was resumed with great vigor and with larger proportions. The Mexican war began about this time and the river towns became outfitting depots for the military expeditions then starting southward. Leavenworth, Weston, Parkville and Liberty were greatly benefited by the trade consequent upon the exit of thousands of well-equipped and provisioned soldiers. Independence and Westport especially received a temporary impetus and their merchants prospered accordingly.

But certain men had been thinking that the tendency of the Indian trade, and also the Mexican trade, was toward the natural rock landing, as transfers could readily be effected between the boats and the wagons, the common carriers of these two great branches of trade. In 1837 a daughter of Gabriel Prudhomme, one of the heirs of the estate, "petitioned the Circuit court of Jackson county for an allotment of dower to Prudhomme's widow and a division of land among the heirs." After much judicial proceeding the court ordered the estate sold at auction. The sale was made to Abraham Fonda for \$1,800. Certain irregularities during this sale having been proven to the court, a new sale was ordered to be duly advertised. While the advertising was progressing, the aforementioned thinking men, fourteen in number, formed a company and determined to buy the estate and lay out a town.

The sale occurred October 14, 1838. The town company bought the estate for \$4,220 and proceeded at once to lay out a town which they called Kansas. Thus we see that the original Kansas City was the estate of the vivacious Frenchman, Gabriel Prudhomme. It extended from the river southward to Independence avenue, and from Broadway eastward to Troost avenue. The com-

pany built a warehouse for the accommodation of the Santa Fe and Indian trade, and W. B. Evans was appointed custodian.

This great city had its beginning on account of its natural advantages for the extension of trade and transportation. Severity of historical acumen, or the simple desire to tell the truth, compel both the historian and the humble annalist to declare that nearly the whole of the history of this city has been a constant development, modification, extension and perfection of those gigantic factors, trade and transportation. The railroads, the cables and the quickest and most efficient fire department on earth are but a few examples of the progress of transportation. "Kansas" prospered slowly and slumbered peacefully. Citizens of Westport and Independence called it Westport Landing in derision, but trade with the Indians started. A few warehouses were built.

During the great flood of 1844 the steamboats ran up to the door of Mr. Chick's warehouse, six feet above the present level of the street. This flood destroyed the warehouses in the East and West bottoms, and they were compelled to start anew at Kansas City. A historian gravely remarks, "Thus this great calamity was an advantage to what was then Kansas City, and every calamity since, except the civil war, has equally rebounded to her advantage, as the sequel will show." Belgian emigrants brought the cholera in 1849, but there were few to kill. It came again in 1851, and the panic reduced the population to about 300. The place did not recover from this exodus until the Santa Fe trade was finally concentrated at this point, which was about 1856 or 1857. A Greater Kansas City commenced.

A history of Jackson county contains the following words: "Messrs. Bent & St. Vrain, who were among the oldest Indian traders on the plains, and who understood the advantages of this point better than many others who had engaged in the Santa Fe trade, landed a cargo of goods here in this year (1845), which, it is stated, was the

first cargo of goods that ever went from this point in a wagon train to Santa Fe. Others followed, so that in 1846 the people of Kansas City had what they regarded as a fair show of the trade." Kansas was settling up with marvelous rapidity; the Santa Fe trade prospered. A correspondent of the St. Louis Intelligencer declared "that Kansas City had the largest trade of any city of her size in the world, and was the point at which all freight and immigrants for Kansas dis-embarked." The Journal of Commerce at one time during these years described the appearance of the levee as that of a great fair, it was so piled up with all kinds of merchandise. The huge piles of Mexican freight, the mules, the Greasers, Indians, mud clerks, roustabouts and prairie schooners made a scene never to be forgotten. But the hoarse commands of the mate are heard no more, and the noble denizens of the forest primeval are being rapidly crowded into the Pacific by the ever advancing and restless paleface.

The first newspaper published in Kansas City was called the Public Ledger, but the first permanent newspaper had a name which has ever been the watchword of this city—Kansas City Enterprise. In 1857 the name was changed to Journal of Commerce, now the Journal.

Four years after the great trade revival of 1857 the Civil war began and Kansas City went into a disastrous decline. The Kansas towns on the Missouri river were pushing rapidly to the front. Jackson county suffered severely during the war. It was organized December 15, 1826. Clay county, adjoining Jackson county on the north, was settled and organized before the land of Jackson county was purchased from the red men. The county on the north was named in honor of Henry Clay, and the county seat was named Liberty, as that was a favorite theme with the great commoner. The hardy pioneers south of Clay county and across the "Big Muddy" were not in political sympathy with the Kentucky statesman, and in direct opposition to his admirers, named their county Jackson and the county seat Independence,

which is still the county seat and a residence suburb of Kansas City. Henry Clay received only one vote in Jackson county out of 300 cast for President in 1828.

The Civil war in Western Missouri was largely a series of raids, skirmishes and guerrillaism. Both sides raised their respective flags on some of the many hills of Kansas City with an enthusiasm worthy of Revolutionary patriots. Quantrell with his band of guerrillas captured Independence August 11, 1862. With great energy and unflagging zeal Kansas City was put in a state of defence, but the dreaded cavalryman did not molest the trade center. Last decoration day an imposing monument was unveiled at Topeka, Kan. This granite shaft was erected in honor of the Union men from Topeka who fell in the Battle of the Blue, which was fought a few miles east of Kansas City October 22, 1864. This battle was an important one, as it served to somewhat check the advance of the Confederate General Price upon Kansas. The resistance on that day of the entire Union force, under General Curtis, and the arrival the next day of 5,000 men from St. Louis, in command of General Pleasanton served to defeat the plan of General Price, to occupy Kansas City on the morning of the 23, and the Confederates continued their march southward. The most severe battle fought in Jackson county was the battle of Lone Jack, which was a defeat for the Union cause, the Federals losing many men and nearly all their artillery. This engagement has been called the hottest fight in the State during the war. Over half the troops engaged on each side were either killed or wounded.

On June 16, 1861, a Kansas City paper offering a reward of \$150 for the return to the owner of his "negro man Caesar." Probably the last slave sold in Missouri was a negro girl sold at auction in Kansas City for \$123 under execution for debt.

A special correspondent for the New York Herald declared in 1860 Kansas City had an immense trade—more than all the other river towns combined, but the war

dissipated all hopes. During that struggle, the era of the "Iron Horse" dawned. When the river froze in 1863 the Union Pacific railroad had received at St. Joseph iron and accessories for forty miles of road, but could not get them to Kansas City until spring. The Cameron railroad was completed from the east as far as Cameron. But jealousy, "Thou greeneyed monster, thou plague of blissful existence," began to assume vast proportions. The people of Leavenworth began to make efforts to secure the Cameron railroad. "It was a critical time for Kansas City, for had that arrangement been consummated it would have given Leavenworth the Cameron railroad and the bridge and secured for her future pre-eminence." But the capitalists of Kansas City interested the managers of the roads, and by various means diverted them from Leavenworth for the time being. The Missouri Pacific and the Fort Scott and Gulf roads were slowly approaching Kansas City, but all railroad enterprise was stopped by General Price's raid in 1864.

One evening in 1867 a messenger appeared at the home of Colonel T. S. Case, then living on the Westport road, and told him to come into the city early next morning, prepared to go to Boston. He came. Colonel C. E. Kearney had aroused General Reed and succeeded in getting him to join Colonel Case. They crossed on the ferry, "staged" it to Cameron and were soon on their journey east. The cause of this sudden departure was that the project of building a railroad from Cameron to Kansas City had been revived; the roadbed had been put in presentable shape, and delegates sent to Boston to arrange with the Hannibal and St. Joseph people for its completion. The Boston capitalists told the delegation that they would have nothing to do with the road unless a bridge would be built across the Missouri. But they sent an engineer here, and a favorable report as to his ability to bridge the river was sent to the east.

While the negotiations for receiving aid to build the road were in progress, a contractor hurried into the city

and told Colonel Kearney that a capitalist, a professed friend of Kansas City, had just started for Boston, having contracts in his possession which provided for changing the terminus of the Cameron road to Leavenworth and for building a bridge at that point instead of at Kansas City. Kearsey Coates was at that time in Washington, and Colonel Kearney telegraphed him to go to Boston at once and tell the Boston company to await the arrival of General Reed and Colonel Case before closing any contract with the perfidious capitalist. Mr. Coates arrived in Boston before daylight on a certain morning, hurried to the residences of the members of the company and obtained a pledge to await the two travelers from Kansas City. Mr. John E. Ballis, from whose narrative the above story of the turning point in the city's history was condensed, says: "On the arrival of Case and Reed a conference was held and the duplicity of the capitalist exposed by letters which he had written to Kearney, and a definite conclusion to join hands with Kansas City was the result. I've been told that the Leavenworth contract was copied and the words "Kansas City" substituted for the word Leavenworth. The bridge was built at Kansas City, and from that time we had a clean 'walk over,' not only as regards the traffic across the river, but over all our rivals." Colonel Kearney telegraphed the final contract to Robert T. VanHorn, member of Congress from the Kansas City district. There was great need of haste, as a bill was to be reported the next Monday morning by the committee on postoffices and postroads providing for the building of bridges at Quincy and other places. Colonel Van Horn succeeded in getting the chairman of that committee to agree to admit an amendment allowing a bridge at Kansas City. When the House assembled the reading of the minutes was deferred, the bill came up. Mr. Van Horn's amendment was accepted and the chairman moved the previous question. While all this was happening, Hon. Sidney Clark of Kansas came in and hurriedly drew up an amendment for a bridge at Leavenworth.

Too late. The previous question had been seconded and his amendment could not be considered. The corner stone of the bridge was laid August 21, 1867. Kansas City began to take a place among the great American cities. The first train came into the city over the Missouri Pacific railroad, and before 1870 the bridge and seven railroads were completed. School and street improvements were of commendable frequency. The population increased from 5,000 to 30,000.

The years between 1870 and 1872 were years of lasting industry. During that period there was another great extension of railroad facilities; water and gas works were built and the Board of Trade was organized. The first street railroad, the free mail delivery, with only eight carriers, and eight new railroads and an exchange building were the new features of the Centennial year. Growth of the city from 1876 to 1880 was very rapid and substantial. The grain trade began to concentrate, and the receipts of live stock were 3,366,707, valued at over \$48,000,000. Between 1880 and 1890 portraits of cable viaducts and packing houses began to appear on the pages of geographies in which Kansas City was described, and of these publications declared that Kansas City was a great grain market, an important railroad and packing house center, and noted for its rapid growth.

History of the real Kansas City began after the Civil war, but the "first things" were ante-bellum. The first woman resident of Kansas City was Mme. Grand Louis. The name of the first male resident, a Frenchman, is not known. The first land owner near Kansas City—Daniel Morgan Boone, son of Daniel Boone, the great Kentucky pioneer. "Morg" Boone, as he was familiarly called—trapped and hunted over the hills of what is now Kansas City for many years. His remains now lay in an unmarked grave, eight miles south of the city.

This city is now the tenth city in the amount of postal business, but in 1845 the mail came weekly by way of Westport, and was often kept in the pocket of the

postmaster, W. W. Clark. About eight years after the first organization, the town company was re-organized, and the first sale of lots took place in 1848. The 150 lots sold brought an average of \$55.65 per lot. On November 29, 1855, the first addition, Hubbard's, was annexed to "Old Town," but in 1887 249 additions were platted. You may still see the first iron front placed on a Kansas City building, then regarded as a very fine piece of work for a frontier town. In 1834 Mr. James McGee built the first brick house, still standing. A building on Fifth street, now serving its country as a livery stable, was the first protestant church in the city. The first catholic church was a log structure near Eleventh and Penn streets. This church and the historical cemetery near it have long since departed and private residences occupy the site of their former glory.

Folios could be written concerning the exploits of those buried in this cemetery. It was the first "God's acre" of the city, and many French and Indians were interred there. The "Old Resident" has applauded many transformation scenes. Instead of the little frame Stock exchange which stood at the foot of the Twelfth street cable viaduct, he now beholds a mammoth structure with an annual business of over \$90,000,000. The little street car railroad, running on the old-fashioned rails from Fourth and Main to Sixteenth and Grand avenue, was the forerunner of the Belt and Westport lines, but they are gone and miles of cable tracks center the paved streets. The first packing house packed only 4,209 cattle in 1871, but in 1894 the great packing houses of Kansas City slaughtered 959,000 cattle, 2,050,784 hogs and 387,000 sheep. Ninety miles of paved streets take the place of the old macadamized roads and palatial buildings occupy the sites of historical landmarks. The pontoon bridge across the Kansas river is gone and twelve modern bridges now give access to our sister city. The old resident trembled lest Leavenworth should secure the bridge across the ever rushing Missouri, but today he sees three bridges across

that foaming stream bear many of the hundreds of trains which daily enter into and depart from the city which is his pride and joy.

One of the first schools of Kansas City was a log cabin near Twelfth and Troost avenue, now the center of the middle residence district. Our schools have a national reputation.

Kansas City, Kan., the metropolis of the Sunflower State, joins Kansas City on the west. The two cities are governmentally two, but socially and commercially one. Kansas City is an inter-State city. All the distinguished guests, General Grant, Grover Cleveland, Benjamin

Harrison, William McKinley, George W. Childs and others whom the citizens of Kansas City have entertained at various times, have spoken of the great effect Kansas City has upon the development of the West and Southwest. With perfect accord the two Kansas Citys joined hands long ago and formed a natural and mutually commercial gateway to the mighty regions beyond, and their energetic citizens have verified the words of the poet:

"Crossed the prairies as of old their fathers  
crossed the sea  
To make the West, as they the East, the  
heaven of the free."

## KANSAS CITY OF TODAY.

PRIZE ARTICLE NO. 4.

By E. M. Clendenning.

NO conscientious scribe can undertake a description of Kansas City of today without comparing it to the Kansas City of a few years ago. A favorite expression of the loyal Kansas Cityan when extolling the wonderful growth and improvements here is, "Why when I came here only so many years ago," then he will proceed to narrate what we did not have that we now rejoice in. Thirty years is but a short time in the history of cities and yet that is practically Kansas City's age. When we speak of cities we do not refer to the straggling village, the trading post, of the name by which Kansas City was originally known, "Westport Landing," but we refer to the time when rapid transportation was acquired, when communication with other parts of our country by means of the telegraph and improved postal facilities was established. This is the period when Kansas City began to assume the position of a city.

In recounting the rapid advancement which has been made, we must not forget that when Kansas City was shedding her swaddling clothes some of her rivals of

today had reached important positions as commercial centers. Comparison is an effectual means of ascertaining the relative merits of everything. In this manner, then consider the Kansas City of today.

The geographical position of Kansas City has always given her residents confidence in her future and many of her founders have lived to see the fruition of their labors in her behalf and the wisdom of her location. Situated in the center of the United States, she has always been destined to become a great city. There were many difficulties to be overcome to make this a suitable place to build a city. High bluffs were to be leveled, ravines to be filled and these were some of the discouragements of the early settlers. The visitor now scarcely realizes that the location of some of the best buildings were once either an infant mountain or an uninviting depression. In this one particular only, nature did not appear to be in harmony with this spot as the location of a commercial and manufacturing center. But all things else conspired to stimulate the staunch friends of the early days and to lead

them to believe that their efforts would some day be rewarded substantially.

All cities that become important factors in the commercial world must be thoroughly equipped in every department of transportation for both freight and passenger. The first railroad to Kansas City was completed in 1865; Kansas City is today, with one exception, the greatest railroad center in this country, having twenty-seven lines of railroads covering a mileage of 52,000 miles. These railway lines radiate in every direction and traverse thirty-two States and Territories. The total number of freight and passenger trains arriving and departing from Kansas City in a single year is one hundred and forty-six thousand four hundred and ten (146,410). There are three hundred and twenty-six miles of track and fourteen hundred and thirty-six switches within Kansas City's manufacturing and jobbing district. What city in the world can show such a record as that between the Kansas City of yesterday and of today in the acquisition of railway facilities.

But it was not until 1869 that it was thought Kansas City would be a railroad center; this opinion then prevailed, and the completion of the Hannibal bridge that year gave Kansas City its greatest prestige in railroad circles.

Next in importance to steam railroads is Kansas City's street railway system, which is the best in the West. The entire system, which was recently consolidated under the name of the Metropolitan Street Railway company, has been built since 1882. It embraces a total of 156 miles, the chief motive power being cable. The transfer arrangements are such that for one fare a passenger can reach his destination from any part of the city.

Kansas City was the second city in the country to introduce cable railways for rapid street transportation, and on account of the many hills upon which Kansas City is built, has been found the most desirable. There is

but little left in Kansas City of the original street car lines to remind one of the company which built the first line here in 1870, when the population was about 32,000.

The first street paving in Kansas City was laid in the spring of 1893, the material used being cedar blocks on board foundation, and Wyandotte street from Fifth to Ninth was selected for this improvement. Since that time Kansas City has paved over 100 miles of streets; cedar blocks, which were first used from an economical standpoint, have been replaced either with granite blocks, brick or asphalt. Kansas City has more streets paved with asphalt than any city of similar size in America.

Kansas City is built upon a succession of hills, and the natural drainage is excellent. There are 140 miles of modern sewers in the corporate limits of the city. Every important public and office building in Kansas City has been erected since 1880. There are more first-class office buildings in Kansas City than any city of equal size in the United States. These buildings are furnished with every modern convenience and are handsome structures.

Kansas City is situated upon the Missouri river, and for many years this was the only source of transportation for passengers and freight, consequently the business and residence part of the city was near the river. The principal retail thoroughfare is Main street, beginning at the river and extending south. This street divides the city into what is known as the West side and the East side. The West side overlooking the bluffs (from which can be seen the State of Kansas) was until 1882 the best residence portion of the city, but when the street car lines were built, affording a quick and comfortable means of travel the other side of the city developed rapidly into a place for the location of handsome homes. The residences of Kansas City embrace a variety of modern architecture, and the pastures and farms of a few years ago are now filled with palatial homes so situated that ample space is given for lawns, which add to their attractiveness.

There is now being projected a system of parks and boulevards, which, when completed will give Kansas City magnificent places of resort and elegant drives. The parks which Kansas City enjoys at present are Fairmount, Washington, Troost and Burge, and any of them are reached by means of steam, cable and electric cars in about a half hour's ride from the center of the city.

Kansas City's public school system is controlled by a Board of Education elected by the people and chosen for their adaptability for the position without reference to their political affiliations. Thirty-six school buildings are devoted to public education, the High school being the finishing school where the boys and girls graduated from the grammar schools can equip themselves for the various walks of life, and after graduation at the High school can matriculate to any college in the country. Twenty thousand school children were enrolled during the school year just closed.

Kansas City recently voted an appropriation of \$200,000 for the erection of a public library building, which is now in process of construction.

Kansas City is rich in churches, having 120 church buildings, valued at \$4,000,000.

It was not until 1884 that Kansas City had a government building for the use of the postoffice, United States court and offices for various government employees. So rapid was the growth of the city that this building, completed in 1884, was in a few years found inadequate for the purpose, and in 1890 the government made an appropriation for the purchase of a new site for a postoffice. Ground was purchased and the new building will occupy an entire block. The foundation is in place and workmen are engaged in building the superstructure. The building will be built of Llano, Tex., stone.

Kansas City's newspapers have always been foremost in the advocacy of Kansas City's resources and much credit is due them for the position Kansas City has attained as a commercial and manufacturing center.

Kansas City is one of the best telephone cities in the country. The company here owns its building, into which it has recently moved. This building is supplied with all the modern inventions and every arrangement has been made for the comfort of the employees. A new switch board was purchased by this company at a cost of \$75,000. The total number of telephones in use in Kansas City is 2,800; by means of telephones the towns of Missouri and Kansas, within a distance of 150 miles, are brought into communication with this city.

Kansas City is peculiarly situated and has frequently been remarked that it is one of the few cities in this country that has required two states in which to build it. Many visitors suppose that the Kansas river is the dividing line; this is an erroneous impression the imaginary line being considerably east of that river. Therefore when we speak of the population of Kansas City it is customary to include the residents east of the Kansas river. A conservative estimate places the inhabitants of the Kansas City of today at 194,000; in the next five years we hope to reach the half million mark.

Kansas City's places of amusement consist of four first-class theatres and a number of auditoriums where lectures and concerts are given.

We have endeavored to give the reader some idea of Kansas City of today; the character of her buildings, something of its residences, street railway facilities, institutions of learning, places of amusement, etc., but while the Kansas City of today appreciates these, and is proud of them, they are not usually discussed until the business aspect is considered. We have for this occasion reversed the order of things and have reserved a discussion of Kansas City's business as the crowning touch of all her glory. A beautiful city, a healthful city—a large city—can not exist without the stimulus of vigorous commercial and manufacturing enterprises. From the time that Kansas City was an outfitting point, from which the early settlers and prospectors obtained their supplies, to

the present day, Kansas City has always been a distributing point, and as the country became settled, Kansas City's position as a jobbing market was never in doubt.

The retail trade of Kansas City shares the same blessings of location as does the jobbing and manufacturing. The number of small towns within a few hours ride of the city enables the residents of these places the opportunity of supplying their wants at the lowest market price. The volume of this trade is so great, together with the home consumption, that the retailer can purchase liberally, giving the buyer large stocks from which to select, comprising every variety, from the ordinary to the finest.

Kansas City's retail establishments are far in advance of cities of its size, perhaps for the reason that they do not depend entirely upon the inhabitants of the city for their patronage. Over 3,000 houses are engaged in the retail trade here, whose sales amount to about \$40,000,000 annually. Some of the concerns are mammoth in their proportions, several department houses carrying almost every line that is manufactured. The intelligence of the people demands the finest assortment, the best quality and most approved styles.

Kansas City's geographical position has destined her to become what she is today, one of the greatest distributing markets of the West. Her territory is almost unlimited, and the jobber is never in doubt as to the amount of goods he can sell, but the question with him is, what his capital will permit.

Kansas City is today a market for everything that is manufactured, and the merchant can now come here with the assurance that his wants can be supplied. A city to be a jobbing market must have the assortment, price and quality, and the Kansas City of today is equal to the emergency. Dry goods, boots and shoes, clothing, millinery, hats and caps, drugs, paints, oils, agricultural implements, groceries, etc., etc.; these will be found in abundance. Five hundred and seventy-five firms are

engaged in the jobbing trade of Kansas City. Their sales aggregate \$85,000,000 a year, and with the recent additions to their numbers and prospects of an enormous crop this amount will no doubt be increased in the very near future.

The progressive spirit of her merchants has done much to bring Kansas City to its present importance as a jobbing center, but the chief factor has been the wealth and extent of the tributary territory and exceptional transportation facilities. These favorable conditions will be increased with the lapse of years, and the jobbing trade which the Kansas City of today enjoys is but a forerunner of brighter days in the future. Within a radius of 250 miles, Kansas City has a population of over 3,000,000 to supply with the necessities and comforts of life. In most of this territory there has never been a crop failure.

An important commercial pursuit in Kansas City is her live stock market and packing house product. This is a distinctive industry, peculiar to Kansas City, as it has many rivals and but few superiors. It is the second largest live stock market in the world. The Stock Yards are the most convenient and modern in this country. During the year 1894 the Stock Yards company found it necessary to expend \$1,500,000 for additional land and improvements in order to accommodate the increasing business. The receipts of stock at the Kansas City Stock Yards for a single year requires the service of 107,840 freight cars, and the sales at the yards amount to \$100,000,000 a year. The Live Stock exchange was established in 1871, and the growth of business since that time has been remarkable. The Exchange building is now being doubled to accommodate the business. One hundred commission firms have offices in the Live Stock Exchange building. These firms are all members of the exchange, and their influence in public affairs is a potent factor. In connection with the Stock Yards company is the finest stable in the world for the sale of horses and mules. Receipts for the past year were 44,378 head.

The packing industry in Kansas City today is a theme in itself and requires more space than is permitted at this time. Kansas City has always been more or less a trading point for the sale of live stock, and as early as 1858 a packing house was established. Not until 1870, however, did this business begin to assume the magnitude which is now realized and which has placed Kansas City as the second largest market in the country for packing house products. Kansas City is entitled to the reputation she has for the quality of beef which is slaughtered here, corn fed cattle having superseded the range animal of a few years ago. Kansas City is advertised wherever civilization exists, by reason of her packing houses, the product being shipped to every country on the globe. The packing houses of Kansas City kill and dress 3,456,860 animals a year, and this number will no doubt be largely increased in the near future. This industry represents an invested capital of \$15,000,000, with an annual output of \$70,000,000, giving employment to 7,000 people at a salary of \$4,000,000 a year.

Kansas City is a large depot for the receipt and distribution of all kinds of cereals, having an elevator capacity of 4,400,000 bushels, and a handling capacity of 900,000 bushels per day. The States of Kansas, Nebraska and Missouri, with Oklahoma Territory, produce 25 per cent. of all the wheat raised in this country, and Kansas City is the natural market for the shipment of this cereal.

The subject that is dear to the hearts of the loyal people of every city is that of manufacturing, and a few people frequently allow their better feelings to get control of them when they approach this subject, and the remark is frequently heard that the only way to increase the population of a city is to bring more factories to it. We admit that this is one way to build up a city, but there is not a large city in America, that can attribute its greatness solely to manufacturing industries. Generally speaking, the distinctively manufacturing cities are small

places, and the populous city is the one that combines manufacturing with jobbing interests and other commercial pursuits. Large cities first become great distributing points, and as the demand increases, the necessity for the manufacturing of supplies for distribution becomes apparent. This is the history of all our large cities, and there is every encouragement to believe that the next five years will see in Kansas City a marked improvement in manufacturing industries. Few cities of Kansas City's population can show such favorable conditions for the combinations which make up a healthful commercial growth. Her territory is unapproachable. Rich in everything that soil, forest and mine can produce, she has long since passed the experimental period and is recognized as one of the great jobbing centers of the West. Combined with this she has made rapid strides as a manufacturing city, and these two elements, in perfect accord with natural surroundings and resources, is building her up to the standard which has long been prophesied for her.

Jobbing and manufacturing—twin sisters—whose interests are identical, and between whom there is no rivalry in Kansas City.

The past two years have been trying times all over the world, and men have been loath to invest their money in new enterprises. However, in the face of these difficulties, Kansas City has maintained factories already located here and has added to them very materially. During the past two years a number of new plants have come to Kansas City, the most prominent being the Kansas City Car Wheel and Foundry company, occupying thirteen acres of ground at the intersection of the Kansas City Belt and Union Terminal railway companies. This company has a capital of \$250,000 and employs 200 hands. Their business is the manufacture of car wheels and cars. One order placed with them shortly after locating here was for 125 cars for one of our packing houses. The Cowles-Dennison Manufacturing company

manufacture a self-feeder for a threshing machine. The Indian Rice Milling company, located on the line of the Kansas City Suburban Belt Railway company, manufactures white corn into brewers' grits, corn meal etc. The Consolidated Box Manufacturing company came to Kansas City at the beginning of 1894, and manufactures boxes of every kind. The Riverside Iron Works company, successors to the Keystone Iron Works company, was reorganized in the spring of 1894, and has been doing a successful business. They manufacture machinery for packing houses, and have recently commenced the manufacture of ice machines, which have the reputation of being first-class.

The Rex mill, destroyed by fire, is being rebuilt, and when completed will be one of the most modern flour mills in the country. The Western Manufacturing company located here after inspecting other locations, making cultivators and harrows. The Corle Oat Meal and Cereal company is the largest manufacturing establishment making oat meal outside of the Trust, and has built up a larger business in a short time than any other establishment in the country.

No statement with reference to Kansas City's manufacturing industries would be complete without mentioning the excellent facilities factories here enjoy by reason of the lines of belt railway, which connect with all the railroads which center here. These belt railways are: The Kansas City, Kansas City Suburban and the Union Terminal, the latter completed within the last few months. These lines afford great convenience in the matter of handling cars, as well as a saving of money.

Manufacturing can be conducted in Kansas City as economically as in any city in the United States, the price of fuel ranging from \$1.25 to \$1.75 per ton. Labor is plenty; taxation is low. These all contribute to make Kansas City a desirable place for manufacturers.

The completion of a new line of railway to the South, which is now under construction, opens a new field for

manufacturing enterprises in Kansas City. This railroad runs through a country rich in mineral resources; lumber in unlimited quantities, of the finest quality, abounds and should be the means of establishing factories here for the manufacture of furniture and agricultural implements, as well as affording another outlet for jobbers.

The energetic business man in this wideawake, pushing, enterprising Kansas City of today is fortified by a banking capital of \$11,200,000, with clearings for the year ending June 1, 1895, of \$699,686,254.

The conservative reasoner must be impressed with the volume of Kansas City's business, when the amount of its bank clearings are considered, in comparison with the cities of America.

In this respect Kansas City has been swifter in the commercial race than many of the cities which have been established for years, and in the grand competition, free for all, she has forged ahead until today she has but nine superiors, in amount of bank clearings, in the United States.

The assessed value of Kansas City property is \$82,000,000, while its debt is but \$916,647. Kansas City of today is a healthful city, sanitary laws are enforced and the death rate is only 10 to a 1,000.

Kansas City is fortunate in its commercial organizations, having the Board of Trade, Real Estate exchange, Live Stock exchange and Builders' and Traders' exchange, each legislating for the special branch of business they represent for the good of all. Unselfish where the interests of the city are concerned, and liberal to public enterprises demanding attention.

From the members of all these organizations, including representatives from every class of business, bankers, merchants and manufacturers, has been formed the Commercial club, whose sole aim is "to promote the progress, extension and increase the trade and industries of Kansas City."

# GREATER KANSAS CITY.

PRIZE ARTICLE NUMBER 5.

By H. L. Sterrett.

WHEN Kansas City shook off the lethargy born of dull times and the over-valuation of real estate, the invariable concomitant of "boom" agitation, "Greater Kansas City" became a possibility. When the people awoke to the fact that the climax of merely commercial growth had been reached and once more presented the same unity of front and coherence of effort which made the commercial Kansas City not only the greatest purely commercial city of the West, but advertised her facilities all over the world, then "Greater Kansas City" became an accomplished fact. To the energy, push and fidelity of her citizens, who at last rose above the idea of mere personal gain as the acme of earthly desires, is due the rapid and uniform growth of the city from the point where the first check was placed on her.

With the dawn of the era of civic pride the dawn of the future greatest city of the West and Southwest was seen. With the realization that effort must be combined and persistent; that homes must be made something more than mere abiding places; that labor must have employment, and that this employment must come from home, there arose in the city a force, irresistible and concentrated, which resulted in the collection of the greatest number of flourishing manufactures in the Kaw and Missouri valley ever seen on the globe. When the city decided by nearly three-fifths of the entire vote that the water-works should belong to and be operated by the city; that parks and breathing places for the people should be provided by the people's agents, the people themselves began the crusade which never has ended and never will end.

With the adoption of the charter amendments, ratified by the people on June 6, 1895, the end of the sleep of the denizens of the most favorably situated city on the American continent came to an end. The people said

there must be half a million people here before the dawn of the new century. They knew from past experience that mere commerce would not accomplish this. They knew that the natural advantages of the city as a residence city must be improved until home attractions would be unsurpassed. They knew that cheap homes were easily secured, but they also knew that Kansas City was the only city of its importance in the civilized world lacking in public breathing spots. Knowing this, they went to work with a will to provide them for all the people.

The first result of this newly developed energy was the establishment of that system of parks and boulevards which a park board, with exceptional foresight, had mapped out in anticipation of the time when the people would confer on it the power of acquisition and improvement. With the beginning of the work on the adornment of the city began the renewal of prosperity; the onward march of the city. Land values at once took an upward flight and labor was again in demand, after a season of depression which had checked even the business advance.

Then, even before the transformation of the bluffs and interior points of the city was undertaken, the revived people formed associations, held meetings and took action toward the attraction of capital for investment in manufacturing industries. It was shown to the world that no city in the universe has or ever will have as good advantages for the operation of tanneries, shoe factories, saddleries and harness works as this city. It was shown that no city has a larger tributary territory where such products would find a more ready sale. With the heaviest live stock and packing house business hides were at hand for the use of all manufacturers who felt desirous of turning to Kansas City as a place of investment.

Cheaper water was one of the demands capital made in order to invest in this city, even when conceding the vast market opened up by the introduction of industries of every kind here. In order that this might be secured without loss or damage to anybody the people decided to take advantage of the clause in the contract with the Water-works company and elected to purchase the system already constructed and in operation. After years of litigation, delays of all kinds known to the law and with all the power of gold and skill concentrated to defeat them, the people fought the fight to a successful issue solely on their merits as fighters with nerve enough to win. The amendment authorizing the city to issue bonds was carried by an overwhelming vote. The contract of the purchase was ratified in spite of the machinations of interested money owners, and the plant wrested from the grasp of the corporation after a legal battle without parallel in the history of the country.

Having provided for municipal ownership of her water supply, the city had cleared her decks for the contest for supremacy. With a people united and determined; with a remembrance of what Kansas City had been and still remained—the commercial ruler of the West—with hope for the future and vim to realize on that hope, the city said to the manufacturers of the East: "Come out here where you can get the raw material and build among us. Bring your skilled artisans and their families, and we will give them pleasant parks and beautiful drives. We have a city which has no equal in the country in educational facilities, in health and in all that makes life desirable. Owning our own water-works, we will grant free power privileges for a term of years to those of you who will come to us."

Thus began a realization of what seemed a dream, that the greater Kansas City should make her bow to the world with the dawn of the new century. Knowing that this city always lived up to the letter of a contract, even if it resulted in temporary loss, believing that such a

community was builded on right lines, the pilgrims came out of the East and settled in the Kaw and Missouri valleys. Huge factories began to surround the tanneries, which were the first of the new industries to lift up their heads. With the new process for tanning perfected, leather became cheaper and the profit from all kinds of leather products became greater. The cost of freighting two ways was omitted, and the people received the benefit of this reduction.

Skilful workmen in shoe factories, saddleries and harness factories came here to secure the employment offered. They found the city becoming more and more beautiful to look at, a system of public squares—neighboring breathing places right at the doors of the poor, with schools and churches dotting the landscape at short intervals and with a system of education which has never been and never will be surpassed, and they realized that here was the place for their little ones. They saw here a market for their labor and good homes within easy reach. They moved their families to the great West, and remained, swelling the swelling population with earnest, sober, industrious, skilful citizens, adding much to the importance of the West and Southwest.

They found a market wherein they could buy the necessities of life cheaper than in the ones they left behind them. They found that the city taps every source of supply in the country by more direct lines of transportation than is the fortune of any of its rivals. Fruits come from Central America and Mexico; from California and the Gulf States; the marvelous berries of Arkansas, and the apples, peaches and other small fruits of Southern Missouri, unequalled in the world, they found laid down at their doors at prices within the reach of all, earlier than these same needed luxuries reached the greater cities of the Union.

Finding fruit and vegetables in profusion all around the city for hundreds of miles, reached by 57,000 miles of railroad directly tributary to Kansas City, extensive

canning factories sprang up almost in a night, and now prepare and send out to the world products noted for their excellence. With "Kansas City" stamped on each package, their reception is assured. It was due to the fact, among other things, that when the people set about filling up the manufacturing lands with manufactures, that they served notice on the world that they would not handle nor use any goods not marked: "Made in Kansas City."

Dealers took advantage of this legend to push their goods; they found a ready response. Sustaining the reputation of the city that everything produced here is of the highest quality, there was and is little difficulty in placing anything with this trade-mark. Hence it results that with the push and vigor of the people, something for which they have always been famed, commerce has kept even pace with the advancement in productive importance. It was learned that the natural resources of this city had never been sounded. Texas offered not only her cattle, but told the people here that the best and largest production of cotton is grown west of the Mississippi. A hint was enough when the people had become fully aroused.

Denver had cotton mills; why should Kansas City lack them? There was but one answer, and cotton mills came to stay. The hills of New Hampshire and Vermont lost much of their commercial value when the boys from those States took to the West and began the manufacture of cotton fabrics formerly confined to the remote Eastern portions of the republic. Prints, threads, sheetings, etc., were started from Kansas City mills to compete with the products of the East, in America and out of it, and they won in the fierce fight. Again the energy and ability which characterized all things of Kansas City carried the day, where any faltering might have lost or delayed. The policy adopted when the contest was resumed, and which has never been changed, that Kansas City and her products, her resources, and the fact that they are being

utilized, must not only be kept in view at home, but enforced by ceaseless efforts abroad, secured its legitimate reward, and home manufactures of cotton reach out all over the country into the republics of the Southern continent, all bearing the mark of "Greater Kansas City."

It was known to the people of this city that no State in the Union has such rich natural ores as Missouri. The lead mines of Joplin had been opened and operated for years before the new energy came to the surface. Some attention had been paid to the corrosion of lead for pigments, a factory having been in operation for some time. Not satisfied with this, the people began to look about for pipe and plumbers' supplies. The motto that Kansas City uses only Kansas City products was again enforced, and extensive lead works sprang up in the Blue valley to the east. Then the iron industry, which was once well represented in that valley, was revived, and "Kansas City" was stamped on iron pipes, gas and water mains, and even iron used in the construction of the huge, modern, steel-framed buildings.

The great States whose products flow to Kansas City as naturally as water does down one of her hills, were found to be producers of a fine quality of wool in large quantities. Then it dawned on the minds of the people that they were sending that wool through their gates to the factories of the East and over to England; that they were taking that same wool back in the form of clothing and dress materials, paying a tariff on the imports of materials which went out duty free in the raw condition. Then a home market for woollen goods was created. Kansas City said: "We can make as fine cloth, as fine blankets, as fine dress patterns right here as the weavers of England, Scotland or anywhere else can. Let's do it." And they did.

This was not enough. Half of the resources; the industries which it was seen could be made profitable here, had not been developed. Out on the flats of the Kaw and Missouri; out of the sullen waters of the former

were taken tons of sand of such fine quality that it was used in the making of granitoid for public improvements. It was seen that this sand contained the very best materials for glass, and glass mills grew out of the knowledge, backed by the "push" that attracted half a million people to this city. Sulphur and salt of the best were found in the hills and under the sod of this State and Kansas. Chemicals are needed in the arts, sciences and mechanical work of the world. Chemical works, at first for the production of commercial acids were created.

Having commenced the production of heavier chemicals and having the natural resources, it was but a step to the production of chemicals used in art, science and medicine. The work grew with the added knowledge and increased interest, until no laboratories in the world exceed those of the "Greater Kansas City" in extent, finish and the quality of their productions. From the cheaper acids it was an easy process to the production of the salts and finally to the extraction of the active principles of drugs and minerals. Manufacturing chemists found a new field for their labors: one more profitable than they had ever found before.

Reverting again to the glass industry, the establishment of chemical laboratories called for bottles in which to store the goods when produced. Finding a good market for phials of the smallest make up to carboys and demijohns, the glass men said if the people would buy their goods they would turn them out. With the civic pride which was the mainspring of the new movement, the people said yes, and the added importance of glass manufacture was the result.

Then it was learned that commerce and manufactures alone, even with play grounds and pleasure resorts provided for the people, will not make a city rule its country. Financially, Kansas City has always been a giant, yet something was needed beyond mere business. New desires grew out of the capacity to indulge them. Higher education than that afforded by the best system of

public schools in the country was demanded. The same spirit of fraternity and fidelity to the city which had produced a manufacturing and commercial phenomenon now turned to the question of giving the young people the benefit of colleges without sending them from home. It was argued that men and women educated in Kansas City institutions would return to the city after their school days were ended. It was pointed out that the youth of the surrounding States would flock to this city for college advantages, provided these advantages were furnished. Then the people proceeded to furnish them. Men of large means—and the number had increased surprisingly—devoted to the city, endowed chairs and builded colleges until the magnificent University of Kansas City, an educational institution without superior in the world is the result.

Kansas City has always been the most picturesque city of its size in the whole Union. Possessing topographical advantages which have never been surpassed, it was a delicate undertaking for the first board of park commissioners to provide parks, boulevards and play grounds for the people. Where could the board secure the best without having slighted some other equally favorable site? On one question there was absolute unanimity of opinion from the time parks were first talked of. It was determined by the people that the unsightly west bluffs, the ugly crags that overhung the Union depot and cast a gloom over the spirits of every visitor should be so improved that they would be a delight to the eye and catch the newcomer "by first intention" as the doctors say. The board realized that first impressions often decide the wanderer's footsteps, and it proceeded to beautify those portions of the city which would soonest attract the vision of the man on his first trip to the city.

Now instead of a sheltering place for groups of miserable hovels, rude huts crouching on the face of the bluffs and threatening to tumble bodily into the Union depot yards; shanties erected because there was nobody to

refuse the owners the privilege, huddled along the natural garden spot of the city, without ventilation, without sewerage and breeding disease and artistic malaria. West Terrace park is the climax of a system of internal improvement which has made the "Greater Kansas City" the most celebrated city on the continent. Stretching away from the outcropping boulders which form the natural northern boundary, in themselves sturdy and striking additions to the park, the pleasure ground of the West side dips and rises in handsome terraces until it reaches the southern limit of the hills. It is the fortress of the city's western borders, a vision of landscape beauty and architecture. From its driveways, the visitor can obtain a view of the surrounding country, clothed in the green of nature, not excelled excepting in the American Alps.

Overlooking the magnificent manufacturing district of the West, it displays as in a panorama, the splendid industries which the energy and persistence of the people have called together. There are the magnificent stock yards, the huge packing houses, tanneries, woolen, cotton and flouring mills. There are factories for the production of clothing, boots and shoes, harness, agricultural implements and everything needed to supply the territory which reaches out into the plains of the West from the gateway established by nature; the region which sends in its raw materials and receives the finished product at the mouth of the Kaw.

Out of the progress of the industrial interests, grew naturally and imperceptibly a desire for adornment at home. Artisans in the various lines of skilled labor learned that it was as cheap and far more satisfactory to themselves and their families to have pretty homes and tastefully arranged grounds. This idea grew the more rapidly as the magnificent scheme of the park board became more and more evident. Uniformity in the materials selected for byways and walks in all sections of the city, doing away with the incongruous and sometimes

inartistic crazy quilt patterns of sidewalks which had obtained to some extent before the beauties of uniformity were taught the people by the wise and progressive commission created to beautify the city. It was found easy to co-operate with the board in its efforts and this has been done until a city beautiful and prosperous in all its limits is the result.

Having secured the power of extension the city soon became territorially equal to any half million city in the country, and greater than most of them. Having set their hearts on the 500,000 mark, the people went to work to provide places for the increase, and sent the lines out to the little river on the east. Now the Greater Kansas City is a collection of happy and increasingly prosperous groups extending from Quindaro to the Blue and from the Missouri to Brush Creek. Even now it is filling up so rapidly that the people are reaching out for more territory.

Half a million was the mark fixed by the people when the battle was resumed, just after the election of June 6, 1895; half a million will not satisfy them now. With the mighty city on this side of the line and her rapidly growing and equally prosperous sister over in Kansas, time will be short before the limit is exceeded. With community of interest the motto of both and the old factional fights and jealousies buried forever, the two Kansas Cities have joined hands to form the greatest industrial, commercial, and educational city in the whole broad land. With the wishes of the founders of the city fully realized; with the city full of contented people; with labor for all; with money kept in circulation because all that is needed is produced here; because taxes are used to beautify and maintain the beauties already established; and are paid to the poor men; with everything to hope for and nothing to regret, "Greater Kansas City" makes her bow to the world, and at the beginning of the new century says, "Welcome, and God speed you all."

## KANSAS CITY AS A RESIDENCE CITY.

PRIZE ARTICLE NUMBER 6.

By William F. Borland.

WHAT makes life worth living? Probably nothing so much as the joys and comforts of home life, and to the busy man, supporting the ever increasing strain of business activity, the question of where to make a home is one of great importance. If he has a growing family their needs also appeal to him; for well he knows that neither dainty blossoms nor sturdy plants can develop but in kindly environments. Kansas City is pre-eminently a city of homes and for homes. Though her rapid growth has necessarily been somewhat irregular, she is naturally adapted to beauty. The undulating hills upon which she sits furnish a multitude of delightful building sites commanding spreading views and affording free access to the refreshing southern breeze. Nearly all of the residence portions of the city are upon rising grounds, drainage is admirable and the climate is very healthy and mild. For ten months in the year riding, driving and bicycling are a source of pleasure, and for seven or eight months lawns are verdant and outdoor exercise tempts both old and young. The size and prevalence of porches in this latitude attests the social delights afforded by the mild summer evenings. Parks, public and private, are accessible and well maintained; miles of asphalt streets lead in every direction, while the picturesque beauty of the diverging country roads and the number of hamlets and towns that cluster around within a radius of a few miles make driving enjoyable, and riding and bicycling a source of delight and interest to the young. One of the beauties of Kansas City is the number of handsome villas that dot the country side, rising out of well kept parks, and adding their charm to the general landscape. To a man of even moderate means the question of buying or building a home is comparatively easy of solution. Being near the source of supply, building material is cheap and

plentiful, and slightly lots can be had at prices to suit the taste and purse of the purchaser. An excellent system of street railways, with transfers between all lines, places an abundance of good property for homes within easy reach. Fuel and living expenses are low, and the market affords an attractive supply of fresh meat and vegetables to the housekeeper.

Nor do physical comforts comprise all. The social atmosphere is genial and refined. A liberal culture prevails among Kansas City's people, many of whom are from the Eastern cities, and the taste for art, music and letters is pronounced. Theatres are good, and the best musical attractions meet with enthusiastic patronage. Religious interest is active as is manifested by the number of handsome churches which adorn the city, all denominations being represented, including an organized congregation of Christian Scientists and of other forms of advanced religious thought.

Educational advantages, which are of prime importance to the homeseeker, are here found in abundance and of a high degree of excellence. The public school system is Kansas City's especial pride, and upon it have been spent years of patient effort directed by an enlightened public interest. The ward schools are numerous and very thorough in the course of instruction, and the High school is more than the peer of the best academies. It has an able corps of instructors; its laboratories and equipments are modern and complete, and it is able to, and does, prepare hundreds of young men and women for entrance into the great universities. Many good private schools also exist, and are well supported.

As a residence city, therefore, Kansas City freely offers her present attractions and future possibilities to the thoughtful attention of homeseekers, rich or poor.

# KANSAS CITY AS A FAVORABLE LOCATION FOR A NEW MANUFACTORY.

PRIZE ARTICLE NUMBER 7.

By S. S. Patterson.

**K**ANSAS City as a location for a well equipped wagon factory cannot be surpassed.

Kansas City has a mild climate and living is as cheap as in any other town, therefore, wages would be on the same basis as at other plants.

Kansas City can furnish coal and water as cheap as the majority of wagon towns.

Kansas City has a linseed oil mill; paint and varnish factories.

Tributary to Kansas City there is plenty of timber that will make first-class wagon stock.

In seven-tenths of the territory West of the Mississippi river Kansas City has an advantage, in two-tenths it will have an equal show, and in only one-tenth is it at a disadvantage when competing with factories on or East of the Mississippi river.

The Kansas City, Pittsburg & Gulf Railroad will give Kansas City a direct line to the Gulf and a shorter route to Texas points than St. Louis, by crossing all the roads entering Texas from the East.

The M. K. & T., the Rock Island and the Santa Fe give Kansas City three direct lines into Texas from the North.

The Kansas City, Ft. Scott & Memphis Railroad gives Kansas City a direct route into Arkansas, Mississippi and Alabama.

St. Paul, Minn., is nearer to Kansas City than to the Michigan, Indiana, Ohio and Kentucky wagon towns.

Texas, Indian Territory, Oklahoma Territory, Kansas and Western Missouri use from 100,000 to 200,000 wagons annually.

The wagons sold in this territory are made in the towns given in the table below, or other Northern towns.

A few years ago a train load of wagons passed through Kansas City on its way to Texas from Winona, Minn.

The freight from Winona to Kansas City is \$3.20 per wagon and according to table below Kansas City would have \$2.08 advantage over Winona for Texas business.

The time has passed in this section of the country when the brand of a wagon sells it.

A farmer wants a light running wagon and one that is warranted against defects in material and workmanship.

The retail dealer wants a well finished wagon that carries above warantee at lowest possible price.

The Eastern wagon factory that sells Kansas City jobbers must reduce its profits to allow the jobber a commission.

A well equipped wagon factory in Kansas City which would make an honest wagon would be a profitable investment.



# KANSAS CITY AS A WHOLESALE DISTRIBUTING POINT.

PRIZE ARTICLE NUMBER 8.

By Clara L. Kendall.

**K**ANSAS City as a wholesale distributing point has every natural advantage and can offer inducements to the capitalist exceeding in their actual value his brightest day-dreams. Rightly named the Gate City, as the central point of the Union, it is in the track of all the trade winds, so to speak, of the continent, as shifting hither and thither, they bear their commercial burdens from New York to San Francisco, and from the Great Lakes to the Great Gulf.

Its location, at the junction of the Kansas and Missouri rivers, in the very midst of the richest farming and mineral district on the globe, would place it in the lead of Western cities, though it had no claim to precedence. Its climate, so mild and equable, has doubtless had much to do with its phenomenal growth, and is also a great factor in its business and metropolitan aspect. The large investor likes to look upon the scene of his greatest transactions. Northern blizzards and semi-tropical storms might well deter him from a venture to which all else seemed favorable. He realizes the futility of the best laid plans without health. But in Kansas City he finds the purest, most invigorating air, and the best of sanitary conditions. Perhaps health statistics have had something to do with bringing him here, at least they all go to prove that this greatest of all distributing points is the healthiest city in the world.

Nature, quite unassisted, afforded here excellent transportation facilities. The French fur trader found this region most easy of access. The great waterways here united controlled the North and West from the British possessions to the thirty-eighth degree of latitude, and west to the Rocky Mountains. The angle in the Missouri river directed the Santa Fe trade hither, and with it steamboat navigation began. So much does the

topography of a country enter into the problem of a city's greatness. The superior natural roads leading hence made it the starting point for the expeditions to Mexico during the war, and attracted the greater part of the great California and Utah emigration. It possessed a natural steamboat landing, and the water grades for wagon transportation caused a constant increase in the trade already established.

So much for the provisions of nature in making Kansas City a wholesale distributing point, but when it became the terminus of the Union Pacific road it was at once seen how, with this end in view, the railroad far transcends every other means to commercial recognition and importance.

Since the days of Columbus men have been seeking the West. Once it meant the Atlantic coast. Later it was bounded by the Alleghenies, then by the Mississippi, and now Kansas City, as the radius of twenty-nine railroads, is the well-defined and undeniable West of all commerce.

One great reason why Kansas City must occupy first place as a wholesale distributing point is that she has more products and manufactures of her own to distribute than any other city. This alone might be sufficient, but there is another and perhaps still greater reason why in this capacity she can have no compeer.

Standing at the Union depot, one is immediately conscious that it is the veritable center of a continent. Like iron arteries, the vast network of all the railroads in this greatest republic reach out in every direction from Kansas City, throbbing to the warm heart of her inmost life, and infused by her with a new commercial impetus. As was said of the Eternal City, "All roads lead to Rome," so now the traveler no longer inquires the way to Kansas

City, knowing that all roads will bring him under her jurisdiction.

What has not Kansas City to distribute? Her grain business claims the attention and excites the emulation of the world. Her mineral products are rich and abundant. The agricultural implement business of Kansas City is the largest in America, while her gigantic packing business,

second only to Chicago, bids fair to rank first in the near future. When nature designated Kansas City as a wholesale distributing point she did no journey work. Man carefully following her dictations has made the rock-bound bay of the Missouri and Kansas, the most accessible and greatest seat of commerce in the Westward march of trade.

## KANSAS CITY AS A MANUFACTURING CENTER.

### PRIZE ARTICLE NUMBER 9.

By H. B. Reidy.

**T**HREE factors absolutely essential to the success of a manufacturing establishment are these: First, good location; second, good distribution; third, good growth.

By good location is meant; for the manufacturer, access to raw materials, nearness of market, natural advantages for trade. By good distribution is meant, increase of demand for his wares.

Besides these, the manufacturer must have as a matter of course, a knowledge of his business, low expenses, good help, and with all of these in his favor his enterprise bids fair to be successful; without them, capital, experience, good management, are of no avail.

On the first point—good location—an intelligent study of the map should go far toward convincing a manufacturer that Kansas City offers advantages which to say the least, are not easy to find.

Rivers do not run up hill and great railroads gravitate only toward the best centers for trade. It is no accident that causes all the great railroad systems of the west to center at Kansas City; nor is it an accident that the record of bank clearings places Kansas City tenth amongst the cities of the United States. Her commercial importance might be gauged by these two facts alone, but there are

others which are equally convincing and which will be found in other pages of this book.

Wealth begins at the footstool—comes out of the soil. Other things being equal, the more productive the soil the greater the prospects for wealth, and the nearer the source of production the quicker the enjoyment of results. The territory tributary to Kansas City is as productive as any on the face of the globe, and it is this great natural wealth and advantages of location which created Kansas City in the first place, which ministered to her subsequent growth, and without which it would be impossible for her to have obtained the commercial importance which she holds today.

This importance is, in a great measure, augmented by the presence of some of the most thriving industries in the land; industries involving enormous capital, and which were located here, not because their promoters had any local interests to serve or any favors to bestow, but because after an extensive survey of the entire country they selected Kansas City as the most promising location they could find.

The growth of these industries, their prosperity today, and the wonderful success they have achieved; a success far beyond the expectations of their promoters, should

serve as a precedent to go far toward convincing a manufacturer that for location Kansas City cannot be excelled.

Under the second head, "Distribution," too much can hardly be said.

Not far removed from the geographical center of the country, and with twenty-seven different lines of railroads catering to its demands, the distributing capacity of Kansas City is limited only by the bounds of trade. North, South, East, West, these great arteries of steel send its products quickly throughout the land and bring the markets of the country within easy reach. In this connection it is a fact full of significance that many large manufacturing houses have distributing warehouses here. Here vast quantities of manufactured products are shipped from outside and held subject to call, showing that the manufacturer who would be in close touch with the great markets of the West and Southwest and their constantly increasing demands must necessarily make Kansas City his distributing point, even though his factory is located elsewhere. On this point alone the manufacturer seeking the best location will find much food for thought. Transportation rates are necessarily low, for competition governs railroads as it governs trade and under the chapter on "Kansas City as a Distributing Point" the manufacturer will find satisfactory statistics at his command.

On the third point—increase of demand for his wares—Kansas City holds out prospects which appeal strongly to business instinct as well as to common sense. It is almost safe to say that there is not a manufacturer whose trade in the West has not steadily increased within the past ten years, and that the increase has been more perceptible each succeeding year. This is as it should be. Where the consumer goes, there must the wares go, too, and the increase of population in the West tells no uncertain tale. This increase has been most marked in Missouri and surrounding states where the healthfulness of the climate, the richness of the land and the unequalled opportunities it presents, have tended to bring it about.

But great as has been this increase of inhabitants in the past, the future is destined to witness much more marvelous strides. The vast resources of the West, its desirability as a place to live, its advantages from a commercial point of view and its boundless money-making possibilities are each year getting better known and act as an alluring attraction to the younger element in the East as well as the hordes of emigrants who are yearly landed on our shores. "Westward the course of empire takes its way," its pace increasing as its path is made more smooth, and with socializing progress of the times, population will rapidly advance and the fertile hills and valleys of the West will supplant the crowded pathways of the East, bringing the center of circulation to the center of population where it rightfully and naturally belongs.

Fortunate indeed will be the manufacturer whose foresight prompts him to locate in Kansas City, the future metropolis of the West, where he can reach these mighty crowds with ease and less operating expense than is possible elsewhere.

Besides these primal advantages of location, distribution and growth, Kansas City holds out inducements to the manufacturer which, when weighed at their full worth, should commend it in preference to any other place. Amongst these are an opening and a welcome—an opening because we have comparatively few manufacturing enterprises at present; a welcome because we want more.

With abundant faith in the present and future prosperity of our city, and with a confidence born of experience in the past, we hold out every legitimate inducement to any industry that will contribute to that stability of which we are so justly proud. We welcome with open arms any business proposition that will tend to promote our prosperity or add to our commercial weight, and we are ready with our capital and our energies to advance the interests of every newcomer, to aid him in every way we can and to take an honest and abiding pleasure

in his welfare and success. Here coal is abundant and cheap; help plentiful and good, and from out a quota of unoccupied space the manufacturer will find it easy to select a favorable and advantageous site.

The lines of manufacturing industry to which Kansas City holds paramount prospects today are: Tanneries, boots and shoes, farm implements, machinery, iron and steel products, flour mills, fruit packing, soap making and any industry adjunctive to the supply of cattle and hogs.

To any and all of these when properly managed and within reasonable limits as to number, Kansas City holds out not merely a promise but a guarantee of success; a guarantee not born of selfishness or an overwhelming desire for growth; a success not merely dependent on local conditions, or temporary boom, but a success as positive as the fulfillment of the future, as fixed as the laws of demand, as great as the capital invested will warrant, and as certain as the prosperity of our entire land.

## KANSAS CITY AS A RAILROAD CENTER.

### PRIZE ARTICLE NUMBER 10.

By E. P. Southworth.

ROME conquered the world by her military roads. These all centered in the Eternal city.

A republican Caesar has arisen on the American continent. His name is Commerce. His empire demands an imperial city which shall be as essential to his vitality as Rome was to the eagle of the legions.

All human activity has a subtle spirit of unification. To diversify and then to centralize is a profound commercial instinct. When Bishop Berkeley wrote "Westward the course of empire takes its way," he pointed to Art as "Time's noblest offspring," but in his prophetic day commercial art had not been born.

This young nimrod, like his ancestor, is a mighty hunter. Today he is hunting out every source and resource of industry in order to build them a city, a metropolis for trade and travel. The first glance at any map in the United States gives the impression—always confirmed by reflection—that this great, consecrated heart of commerce lies upon the Western waterline of the State of Missouri, and pulsates to all the world from Kansas City.

Here nature has determined to centralize the arteries of vital industry. Associated industries require a continental center for an economical distribution of products.

In the growth of agriculture and manufacturing, the central West demands a city for concentration and distribution on or near the point of intersection of the 39th parallel with the 95th meridian. Nearly all large business centers are either on the 39th parallel, which requires least divergence in transportation, or they focus upon it by the natural convergence of commercial gravitation; and with the vast Pacific accumulation of people and products adhering to this commercial route Eastward, Kansas City becomes the great concentrating point of this central West.

Climate, local production, and other incidental obstacles related to topography, will always debar rivalry with Kansas City as a railroad metropolis. Minneapolis and New Orleans are too distant. Chicago and St. Louis—though adjacent and popular—are each suffering from climatic disabilities, and Denver, on the west is simply a first-class excursion point from Kansas City to the mountains.

The center of population is fixing its eye immutably upon Kansas City. It has already passed Indianapolis, once the greatest railway center in the United States. In its Westward march it can not stop at St. Louis. I see no final destination for it other than Kansas City. This one fact alone takes the question of its superiority as a concentrating and distributing point out of all argument. Commerce itself appears to be subordinated to the laws of human distribution, which lie beyond art or legislation. Like the human heart, we only know where nature has placed it. Hence the simple fact of population and its environment will more and more press the call for a centralization of all natural and artificial lines of transportation upon Kansas City.

Having thus dwelt briefly upon a few natural causes which require a metropolitan railway center at Kansas City, it only remains to note some facilities already developed toward its fulfillment.

First among these we note the vast territory practically controlled by the seventeen railway systems, embracing twenty-six lines, which center in Kansas City, traversing thirty-two States and Territories, their combined mileage aggregating fifty thousand two hundred and twenty-five miles.

The grazing belt of the West and Southwest, pouring into Kansas City alone its mighty product, furnishes for the packing industry, operated in Kansas City, enough fresh meats to satisfy the population of the cities of New York, Philadelphia, Boston, Brooklyn and New Orleans.

The wheat and corn fields of the North and Northwest, all tributary to Kansas City through its magnificent railway system, produce twenty-five per cent of the wheat and corn of the United States, pouring into Kansas City a volume of internal commerce with which no other point can hope to compete.

As a conveniently centralizing point for passenger traffic Kansas City stands second to none. It is the object of the man of travel and of business instinct, as well as of him who is seeking a home in the rapidly developing West. Its aggregate ticket sales over its twenty-six lines reach far above the million dollar mark annually.

In consideration of these facts, together with the excellent terminal facilities possessed by Kansas City to properly distribute this great volume of business, I feel confident no point can compete, as a center of railway traffic, with Kansas City the "Inter-State City."

## KANSAS CITY AS A PACKING HOUSE CENTER.

PRIZE ARTICLE NUMBER 11.

By M. Hayward.

CATTLE may justly be termed the corner stone upon which Kansas City was built, and in no branch of commercial industry has it made more rapid strides than that of beef and pork packing.

Commencing in 1870 with five acres of ground fenced in, which was increased to twenty-six acres the next year, the Kansas City Stock Yards now cover 160 acres, being

second only to Chicago, which city must eventually succumb to this young giant of the West. Located with the ne plus ultra of environments, in the very center of the great corn belt and adjacent to the vast grazing and producing grounds of the West and Southwest, contiguous to the best hog growing country west of the Mississippi river, Kansas City is peculiarly fitted for the packing business.

Beginning with one packing house in 1868 whose slaughter for the first year reached 4,209 cattle and 1,300 hogs, the business has steadily grown until at the present time there are six packing houses, with a pay roll of \$7-,000,000 employing 9,000 men, who killed in 1894, 922,682 cattle, 50,126 calves, 2,050,784 hogs and 393,298 sheep. These figures alone tell of the rise and progress of an industry rarely met with in this or any other land.

The following statistics, showing the receipts at the Kansas City Stock Yards, speak for themselves:

1871—

No. Cars.	Cattle.	Calves.	Hogs.	Sheep.	Value.
6,623	120,827	—	41,036	4,527	\$4,210,605

1894—

No. Cars.	Cattle.	Calves.	Hogs.	Sheep.	Value.
107,494	1,689,193	83,352	2,547,077	589,555	98,577,164

No other city in the world can make such a showing as this.

Nor was this growth alone in the line of numbers, farmers and ranchmen alike striving to increase the quality of their beeves, while increasing their numbers, and today the packer can secure anything he wants from the "long-horn" to the fat corn-fed native, and the proximity to the feeding ground doing away with the long railroad haul, lands the cattle in the market with fewer bruises, and in better condition than those shipped to Chicago and other cities at a greater distance. Indeed so marked is the improvement that where, only four years ago, about

twenty-five firms made a business of shipping cattle from Kansas City to Chicago, only a few loads are now occasionally shipped.

Hogs—In this branch of the trade, if anything, the growth and progress has been even more marvelous than in cattle. As the country to the West and Northwest of Kansas City became thickly settled and better cultivated, the fine corn qualities of the soil soon became manifest, and attention was at once turned to its cultivation. And as this crop increased, hogs multiplied. With plenty of grass and corn and the prolific qualities of the hog, the number tributary to this market was doubled many times over, until it is now the great hog section of the West. The great multiplying of numbers is not the only side of the trade to be studied. Such hogs as now comprise the daily receipts were only seen twenty years ago in the show ring. Every drove is now made up of high grades or pure breeds, with a smoothness of limb and body which suggests a much smaller loss in killing than in the earlier days of the trade.

In conclusion, the drawing together of the supply and demand not only insured the building here of one of the greatest live stock markets in the world, but makes it possible, through the manifold advantages of Kansas City as a railroad center, to build up a packing industry unequalled in this country. Such is the wonderful development of a single interest in the new West in less than a quarter of a century.

## KANSAS CITY AS A MILLING CENTER.

PRIZE ARTICLE NUMBER 12.

By J. O. Bradenbaugh.

**T**O make such an attractive location as will induce experienced millers to put their money into milling property, three important factors must be considered.

First—A bountiful and regular supply of wheat at practically first cost—that is to get it as close to the producer as is possible under the prevailing laws of trade.

Second—Cheap fuel—not reasonably cheap, but as cheap as any competition anywhere can get it.

Third—A guarantee of such freight rates toward the flour purchasing markets as will meet competition from all sources.

These three factors, taken together, not one without the other, or two without the third, but as a complete whole, make the milling of wheat a possible money-making business.

Of the first, we can say that but few markets in the whole world are so close to the original wheat fields as is Kansas City.

The State of Kansas alone has a possible productive area of 100,000,000 bushels of wheat per annum, and in favorable seasons such crops are likely to be raised. Oklahoma can give us from 10,000,000 to 20,000,000, Southern Nebraska, 10,000,000, Western and South-western Missouri, 5,000,000.

All this territory has been finding and must continue to find Kansas City its best market. This fact has been so thoroughly demonstrated that no one knowing the history of the trade will attempt to contradict this assertion.

Of the second factor there is to say that but few large cities of the United States are so near to such inexhaustible supplies of first-class steam coal as is Kansas City. With the coal mines lying around us in every possible direction, in fact beneath our streets, and with so many railroads interested in their respective mines and mining schemes, competition is such as to guarantee very cheap coal for 100 years to come; it cannot be otherwise.

One can readily see that all the inducements are here to make the milling of wheat profitable.

Experienced millers that avail themselves of the necessary capital to put up large plants, equipped with the very latest improved machinery, will certainly find here a money-making field.

Unlike other cereals, wheat must be ground into flour before going into consumption. Either in the United States, in Europe or any other foreign market, wheat must ultimately go into flour.

Instead of exporting wheat, why not export flour? It is flour the consumer wants.

Suppose Kansas City, during a big crop year, should handle 50,000,000 of wheat. Her present milling capacity would only take about 5,000,000. Why should it not run up to 20,000,000 or 25,000,000.

Our hard winter wheat flour ranks alongside the hard spring wheat flour of Minneapolis and the Northwestern mills for exporting, and our soft wheat flour will stand test with any competition. It is as good flour as can be made.

No market can be better than this for the disposal of bran, and this is a big item to the miller.

Short crop years come to every country and to each respective section of the country. Droughty years would of course bring distress to large milling interests here, but this trouble could be largely obviated by building large elevators and carrying wheat on storage. Our present elevator-carrying capacity is very limited compared with what we should have, whether we have milling interests to protect or not.

To build up our grain market, and handle our crops, as our location justifies, we should have three times as much storage capacity. Large storage elevators would greatly improve our market, and would be a big drawing card to induce millers to locate here.

All our railroads would be benefitted by having large stocks of grain carried here. It would draw large volumes of grain from territory not legitimately ours, and with such volumes of business in sight the railroad managers could always figure for special lines of business.

Let us have big elevators and then big mill plants. The harvest is ripe, and all natural requisites are here. Bring your money and experience.

# WHY KANSAS CITY IS THE NATURAL POINT FOR THE GREATEST TANNING AND LEATHER INDUSTRY IN THE WORLD.

PRIZE ARTICLE NUMBER 13.

By H. C. Orr.

**K**ANSAS City produces from her packing houses, and as a gateway from the great West, more hides than any other place in the world.

Leather, as shown by statistics, is the first manufacturing industry in this country, steel and iron being the second, and the establishment of this industry at Kansas City would be far reaching in effect and vast in resources; the most important of which would be the manufacturing of boots and shoes, harness, collars for draft horses and mules, and belting, to say nothing of the leather used in finishing buggies, for railroad and household upholstery, trunks, satchels, portmonnaies, bicycles, gymnasium fixtures, etc. Also the hair from the hides is of great value for the manufacture of carpets, cushions, upholstering, felting and plastering.

It has been the history of all manufacturing industries on a large scale that one innovation is followed by another, which is to say that if one tannery is started at Kansas City, and proves successful, which it surely would, others would follow, and in view of the enormous production of hides at this point, several large tanneries, equal to the largest in the land today, could easily be supported.

It is a well known fact, with very rare exceptions, that wherever tanneries have been started they have been a source of great profit to their owners. This is not only true of the large tanneries of the country, but it is equally true of the small plants throughout the interior of the Middle and New England States, and it is a proverbial assertion that men who have been tanners have invariably been prosperous. It is further known that the small tanneries referred to depended entirely on the local product in the immediate vicinity. This being true of the

small tanneries, with a small supply to draw from, how much greater the profits and results would be from concentrating an industry of this kind where the supply is great enough to enable the tanner to take advantage of all modern improvements, as within the last few years this industry has been almost revolutionized by the invention of various labor saving devices that are to the tanner what the cotton gin has been to the Southern planter for so many years.

The manufacturing of boots and shoes, on a large scale, in Kansas City (which industry would naturally and surely follow the establishment of a tannery) would give a greater impetus to all commercial industries and employment to more skilled workmen than any other one commercial enterprise; in fact it would touch and quicken the pulse of every avenue and line of trade in Kansas City; and every citizen, from the laborer to capitalist would be benefitted. The real estate business would experience a great advance and the demand for same would spread far beyond the present city limits; the architect and builder would be constantly employed and the ringing of the hammer and the buzzing of the saw would be heard on every hand erecting homes for the newcomers attracted to this point by the enormous advantages offered by the establishment of these industries; the merchant would increase his stock; all of which would have a great tendency to make that potent factor, capital, more eager to invest in our midst.

Heretofore the cost of laying down in Kansas City oak or hemlock bark, which for centuries have been the principal tanning agents, has been the one obstacle that has prevented the establishment of a great tanning

industry at this point, but the discovery of canaigre, which is pronounced by the most thorough expert leather chemists and practical tanners in the United States, Canada, England, France, Germany, Austria and Russia, where the finest leather is produced, to be superior in every respect to any other tanning agency known, removes this difficulty.

Canaigre is indigenous to semi-tropical climates and is known only in the Southwestern portion of the United States and old Mexico, in a latitude where the frost does not penetrate the ground to any depth. It being an agricultural product and susceptible to enormous yield by cultivation assures an inexhaustible supply equal to all possible demands. Its growth is most prolific and it yields the largest percentage of tannic acid in proportion to its bulk of anything known to the vegetable kingdom, and when under cultivation is almost indestructable; the cost of tanning with canaigre is less than one-half of that by using oak or hemlock bark, and does the work in one-third less time. To illustrate, one ton of dried canaigre laid down in Kansas City at a total cost of ten dollars (\$10) will tan four times as much leather as ten dollars (\$10) worth of bark would; or, in other words, it would take more than forty dollars worth of bark to do the work of ten dollars (\$10) worth of canaigre.

Another advantage which canaigre has over bark is that it can be stored for an indefinite period without suffering from the ravages of insects or decay, but will retain its full strength, while it is not an unusual thing for insects to destroy to a large extent bark which has been stored for any length of time.

Therefore, with the hides right here in Kansas City, an abundance of water, a careful analysis of which has shown it to be entirely free from any detrimental substance, canaigre almost at our door and the world for a market, there is every reason why Kansas City should become the greatest tanning and leather manufacturing center in the United States.

The hides that leave Kansas City annually for Eastern markets, with an average of eight hundred hides (800) to the car, would make a solid train over twenty miles long. As the enormous trade and demand for all leather products by the agricultural districts contiguous to Kansas City, runs into the millions annually, nearly all of which comes from the East, manufactured out of the hides which we shipped to them, the expense of double freight is thereby incurred, all of which goes to show the great advantage and enormous profits that would accrue from an enterprise of this kind in Kansas City, instead of selling the hides in the raw condition as at present.

## THE UNRIVALLED CLIMATE OF KANSAS CITY.

By P. Connor.

THE climate of Kansas City, with particular reference to its effect upon health and general comfort, is not equalled by any city of comparable commercial importance in the United States. This is a bold statement, but a fact, nevertheless, supported by records which are accessible to any person unwilling to take it for granted. It is not the theory or opinion of any person

whose constitution is by nature attuned to the character of its seasons. It is a demonstrated fact. This is not as generally understood, however, outside the Lower Missouri valley as it should be, principally for the reason that because Kansas City bears the name of the great State across the line, it has seemed natural to some people, intelligent people at that, to associate Kansas City, Mo.,

with all the exaggerated and absurd reports which have gone abroad concerning the State of Kansas, whether relating to personal characters or to climatic features.

Many Kansas Cityans will, doubtless, call to mind having been asked such questions during their travels as, "Aren't you afraid of cyclones?" "How do you stand the hot summers?" etc., to their perfect amazement. Kansas City is far from being burned up yet, as will be so clearly proved further on that "he who runs may read," and has not been visited by a very damaging storm, let alone a "cyclone" in seven years, the period covered by the Weather Bureau records.

Kansas City, by geographical location, escapes the rigors of long-drawn-out winters, while too far north to come within the enervating influences of Southern latitudes. It is a midway spot between the heat and the cold. It is not in the path of the great storm areas which come in from the Northwest, nor is it near enough the Mississippi valley to be in the track of gulf storms and those which enter the great central valley by way of the Southwest. The only storm of any importance in the past seven years was a "straight" wind of fifty-two miles an hour, which occurred in April, 1892, on a bright, clear day, and was caused by a violent storm area passing eastward across the Northern States. There was one snow-storm during the same period that gave sixteen inches on the level, and was such an extraordinary surprise that the oldest inhabitant had to be called in to locate one that would bear even a reasonable comparison. The annual precipitation is 37.80 inches, heaviest, of course, during the late spring and summer months.

The normal temperature by months for the year is as follows: January, 28 degrees; February, 30; March, 41; April, 56; May, 63; June, 73; July, 77; August, 75; September, 68; October, 57; November, 41, and December 37 degrees. The highest temperature in seven years in June was 97; in July 102, and it only reached 100 degrees in one July in seven years. It reached 100 in August,

1884, for the first time in seven years. To make it very clear, the temperature reached or exceeded 100 degrees but five times in seven years, and it beats that in one year in Montana, the Dakotas, Nebraska and Minnesota. Now for the other extreme. It reached zero twice in 1889, twice in 1890, twice in 1891, five times in 1892, seven times in 1893, and five times in 1894.

On an average, over one-third the number of days in the year are clear; that is, not more than one-tenth of the sky would have clouds in those days. Considering the five years between 1889 to 1893 inclusive (simply because the records were at hand and convenient) the record of clear days beats the record at Louisville, Indianapolis, Denver, Cincinnati, Philadelphia, Milwaukee, St. Paul, Chicago, Cleveland and New York. This is the reason that "sticky" days (days when energy and appetite have taken flight), and sun-strokes are not liable to occur except through injudicious exposure and exertion. Taking the summer of 1894, recent enough for everybody to have a recollection of it, it is found that the average percentage of humidity at 7 p. m. for June was 57, for July, 51; and for August, 45 per cent, and this is not the time of day of lowest humidity. As you travel eastward cloudiness increases and summer days become more oppressive.

The wind blows from the south and south-east 40 per cent of the year. Snow does not last long on the ground because the southerly wind, responding to the storm areas which pass eastward north of this place about twice a week, soon raises the temperature.

To summarize the extremes of winter and summer, it may be said that two weeks cover the extremes in each case. The spring and fall are usually delightful, the latter lasting until the approach of the holidays. There has not been one very warm day this summer to July 24.

The general effect of the climate is exhilarating, and, while some people die young as elsewhere, Kansas City has the lowest death rate of any city or town of any pretensions in the United States, and very few, if any, towns

of any importance outside the United States have as low a death rate. The following diagram will show at a glance the comparative death rate for 1893 in the larger cities of the United States. This year is taken because it is the first annual report on the subject issued by this city. In 1894 the percentage is still lower, being only 10.95 per 1,000, almost beyond belief in comparison with other localities. And as the city still further perfects its sanitary condition, will not the mortality rate be still lowered?

P. CONNOR,

Local Forecast Official Weather Bureau.

Report of Clerk of Board of Health. Comparative statements of mortality. The following is the official death rate per 1,000 of the population for the year 1893:

City.	Death Rate.
New Orleans	28.17
Boston	24.02
New York	23.52
Pittsburgh	22.25
Brooklyn	21.21
Philadelphia	21.20
Baltimore	20.99
St. Louis	19.08
Buffalo	19.03
Cincinnati	18.74
San Francisco	18.36
Milwaukee	17.16
Chicago	16.93
Kansas City, Mo.	11.16
Kansas City, Mo., 1894.....	10.95

## ARKANSAS AS A FACTOR IN MAKING KANSAS CITY'S POPULATION 500,000.

By Clark Dickover.

**K**ANSAS City will have 500,000 population by 1900 if her business men will do their duty. There are many methods that will aid in bringing this about, but one of the most important is to build railroads into and develop her vast undeveloped territory. Nowhere within the territory naturally tributary to Kansas City is there such a vast amount of undeveloped resources as in Arkansas. The western and northwestern parts of Arkansas are naturally, by location, tributary to Kansas City, yet it is practically a closed market to her, owing to a lack of railroad facilities. With the exception of a small section touched by the Kansas City, Pittsburg & Gulf, Memphis route, and Missouri Pacific, every railroad is a St. Louis

road, with the exception of a small area tributary to the Memphis route, thus virtually compelling them to ship their products to St. Louis, and to buy their goods of St. Louis in return. As a matter of course this distance from railways prohibits any considerable development of their natural resources. These people wish to trade with Kansas City, realizing that it is their natural market, but Kansas City must go to them with a railroad before they can do so. Thousands of people over the entire United States are watching for a railroad to penetrate this section, and enable them to come in and develop their great resources. Within three years after the opening of this section by rail the population of these counties will be

doubled and trebled, and in some counties go far beyond that; cities will spring up by magic and vast industries will be put in motion.

Arkansas has over 4,500,000 acres of government land subject to homestead entry, and almost 2,500,000 acres of State and railroad lands. The great majority of these lands are in the Western half of the State, and comprise some of the most valuable mineral, fruit and timber lands in the State. In this section there are 216 square miles of zinc, which has taken the premium at the World's fair as the best in the world, and more easily mined than any other as yet discovered. In the past month one mine in this district sold to a syndicate for \$325,000, and it is sixty miles from any railroad. In the same district as this zinc are 2,199 square miles of marble of the same quality as the Tennessee marble, the pink and black marbles being superior to any known. Her coal fields cover 2,347 square miles, and are of a very high quality.

In manganese Arkansas ranks third in the production of this valuable mineral. The Kansas City, Pittsburg & Gulf Railroad, now building, will penetrate a rich manganese district heretofore inaccessible on account of great distance from a railroad. Arkansas has valuable granite, blue, gray and flag, and other building stone in

enormous quantities, in addition to 7,000 square miles of limestone.

She has timber which is estimated by those who know, if cut and sold, would purchase every acre of land in Kansas and Nebraska at its assessed valuation, the production of which is now \$20,000,000 annually. The Kansas City, Pittsburg & Gulf Railroad will open up a large area of the finest timber in the State, heretofore far away from any railroad. Her fruit has taken off the first premiums at all the expositions, and Northwestern Arkansas is now known as the "apple orchard of America."

Her cotton, both long and short staple, carried off the premiums at the World's fair. If Kansas City will build cotton mills Arkansas will furnish the cotton in any quantity. In hogs and cattle the production is large and increasing very rapidly.

If Kansas City business men could realize the vast richness of this territory, their own by location, yet almost completely monopolized by other markets, and the enormous quantity of raw material it is capable of furnishing her manufacturers in return for the products of her factories and jobbing houses, they could soon bring it within reach and find it a mighty factor in making Kansas City a half million by 1900.

## AGRICULTURAL IMPLEMENTS.

By E. M. Clendenning.

**T**O be successful, any manufacturing enterprise must be located in the community which is adapted by natural surroundings for the output of such manufactured article, convenient to the raw material and the consumer. A majority of these conditions must prevail for special kinds of manufacturing to be successful.

Many of the manufactured products can be produced in one section of this country as well as another, but the

most successful factories are those which are either near to the base of supply or demand. There are some exceptions to this rule, chiefly those factories established at an early day where the population was greater and the demand urgent. The diversified interests of a country like ours have only been made possible by the wisdom of the Creator. Tropical fruits for the South, mining resources for the North, agriculture for the West. But

with the growth of the country the intelligent manufacturer will seek that location which offers the inducement of raw material in unlimited quantities, and a ready market for the manufactured article. As well might the enthusiast endeavor to successfully cultivate oranges in Dakota, as the manufacturer hope for adequate returns for capital invested and labor expended if his plant is not favorably located.

Kansas City is adapted to the manufacture of a variety of articles, but it is particularly qualified to manufacture agricultural implements of every variety. The largest distributing point in America today for the sale of agricultural implements is Kansas City. Sixty-seven houses are engaged in this pursuit at Kansas City, employing a capital of 5,000,000, representing an investment of \$75,000,000. The sales of these Kansas City houses amount to 20,000,000 annually. A comparison with other cities shows the following:

Kansas City has 67 agricultural implement houses.  
 St. Louis has 39 agricultural implement houses.  
 Omaha has 36 agricultural implement houses.  
 Dallas has 31 agricultural implement houses.  
 Minneapolis has 26 agricultural implement houses.  
 Council Bluffs has 27 agricultural implement houses.  
 Des Moines has 18 agricultural implement houses.  
 Peoria has 15 agricultural implement houses.  
 St. Joseph has 13 agricultural implement houses.  
 St. Paul has 11 agricultural implement houses.

Three-fourths of all the agricultural implements produced in the United States are manufactured in the States of Ohio, Indiana, Illinois, Wisconsin, Michigan and Missouri. Two-thirds of the entire production is used west of the Mississippi river. The total number of wholesale agricultural implement houses west of the Mississippi river is over 300. The only important agricultural States east of the Mississippi river are Wisconsin, Illinois, Indiana, Ohio, Pennsylvania and New York, while the entire West, with the exception of Montana, Wyoming,

Colorado, New Mexico, Arizona and Nevada, owe their wealth and commercial importance to agricultural pursuits. These conditions have made Kansas City today the greatest distributing point for agricultural implements in the world, and if there is a manufacturing industry which is particularly adapted for Kansas City, it is the manufacture of agricultural implements. All the conditions are favorable and there is no experimental stage for the manufacturer to encounter. The possibilities for success are beyond conception.

In proof of this assertion consider a comparison of the amount of wheat produced in the States east of the Mississippi river with that of the States west of that river in one year for an average crop.

Number of bushels of wheat west of the river.....	293,281,000
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Number of bushels of wheat east of the river.....	223,500,000
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Excess of western crop.....	68,781,000
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Of the amount estimated above from Western States, the four states of Kansas, Nebraska, Missouri and Iowa produced 118,592,000 bushels, and the machinery necessary for harvesting and threshing this immense crop ought to be manufactured at the best distributing point in this great territory, Kansas City. Kansas City is in position to become one of the great manufacturing centers for agricultural implements. It is already the great distributing point for these goods, and they can be made here as economically as any place in America.

The minimum freight rate on threshing machines is \$12.50, while the minimum on the raw material for its manufacture is \$2.50. The difference of \$10.00 would be just so much extra profit.

Kansas City's resources for the raw material necessary for the manufacture of agricultural implements are unexcelled. We have one direct railway line to the cheapest iron in the West, and we have two lines that reach every variety of timber which is used in the

construction of farming implements. The situation at present is such that a large supply of the iron and lumber used in manufacturing farming machinery is shipped through Kansas City to other cities, manufactured into implements, and returned here to be placed on sale. We thus lose the freight on the raw material from Kansas City to Eastern cities and also the freight on the manufactured article which is returned here for disposal. This is an additional argument for Kansas City as a manufacturing center for these goods.

There is a good market here for every variety of implement that is made, and the saving in freight alone would be a handsome profit. Two belt lines of railway encircle the city; situated upon them are eligible sites for manufacturing purposes. Ground can be obtained upon favorable terms, and the arrangements for switching are such that car loads of raw material can be placed in the

factory and the manufactured product shipped in the same manner, making a great saving in handling.

There is held annually in Kansas City a convention of retail implement dealers, representing the states of Missouri and Kansas. The retailers recognize Kansas City as the great implement center of the country and the manufacturer who establishes a large factory here will undoubtedly realize a good percentage on his investment.

The arguments in favor of Kansas City for the manufacture of agricultural implements are many in addition to those noted. Equally as important is cost of power, fuel being obtained in large quantities at very low prices; labor in abundance; taxes are based on conservative estimates, the debt making power of the city being limited. Kansas City invites manufacturers to establish themselves here, but is especially interested in the manufacture of agricultural implements. To all such every legitimate encouragement will be afforded.

## UNPARALLELED ADVANTAGES.

By Augustine Gallagher.

AS a milling and grain center Kansas City has no parallel. It is not the most extensive flour manufacturing and grain handling center in the United States, but it is the best. Ten years ago Kansas City was a local market. To-day Kansas City is prominent as one of the most influential of the leading international breadstuffs markets.

In a single year Kansas City has received 49,851,000 bushels of grain; 31,161,000 bushels of wheat, 13,657,100 bushels of corn, the remainder constituting the year's receipts of oats, rye and barley. Last year Kansas City mills produced and sold at a profit 1,079,000 barrels of flour and 281,600 barrels of meal, making an aggregate output of 1,360,000 barrels, not including catmeal, cracked wheat and other breakfast foods and mill feed, of which an immense amount was produced.

Kansas City flour mills, six in number, have a combined daily capacity of 6,500 barrels; four corn mills have a combined daily capacity of 1,500 barrels, and two breakfast food plants have a combined capacity of 30,000 pounds every twenty-four hours.

The grain storage capacity of Kansas City's modern elevator system, comprising more than a score of houses, is, in round numbers, 6,000,000 bushels, of which public and private warehouses represent an aggregate storage capacity of 5,000,000 bushels, mill storage room accommodating 1,000,000 bushels, not including the steel warehouse of 250,000 bushels capacity to be built at once by the Rex Mill Company.

It has come to pass, therefore, that Kansas City has, in less than ten years, wrought a commercial eminence that other cities of greater size attained only after half

and three-quarters of a century's constant endeavor, and such as many cities twice her size may never hope to attain.

Throughout Kansas, Missouri, Nebraska, Iowa, Texas, Oklahoma and the Indian Territory, wheat, corn, and other grain can be produced at less cost per bushel than in any other quarter of the world. In exactly the same region live stock breeds, develops and fattens better, and with less cost, than anywhere else in the world. This is due to the soil and climate of the Southwest. Other sections of America, and other countries, may rival the Southwest in the production of grain, others may equal our millers in the science of reducing grain to flour, and still others may become our competitors in the production of live stock, but, in every region save that of which Kansas City is the commercial capital, the industries mentioned stand alone; the Southwest alone has been endowed by the Great Creator with a correlation of of natural blessings that render Kansas City peerless, and her commercial expansion absolutely certain.

During the past five years the grain producing area tributary to Kansas City, and to no other market of competitive importance, has expanded at the rate of a million acres per annum, and there is yet undeveloped farming land within the radius of Kansas City's trade territory sufficient to permit of such an annual expansion for generations to come.

Having first call on the finest milling wheat in the world, delivered from the hands of producers by twenty-six lines of railway, Kansas City millers enjoy the first and most important of all manufacturing advantages—that of operating near the base of supplies. In this particular Kansas City millers are on an equality with the millers of Minneapolis, the world's greatest milling center, but in other respects Kansas City millers enjoy unparalleled advantages. Besides paying a cost for water power about equal to the cost of steam power in Kansas City, Minneapolis mill owners must maintain expensive

steam power plants which they employ several months each year. Lump steam coal costs Minneapolis millers (August, 1895) \$3.85 per ton, f. o. b., with 8 cents per ton additional for switching, while screenings cost \$2.95 per ton. At the same time Kansas City millers paid \$2.20 per ton, f. o. b., no charge for switching, for Cherokee lump—the best steam producing coal known—and \$1.30 for Cherokee screenings, delivered.

Kansas City millers receive from 10 to 25 per cent higher prices for all their feed product than it is possible for the millers of Minneapolis, Duluth, Milwaukee or even St. Louis to procure. This is because Kansas City is the center of the live stock feeding region of the world. Climatic influences are against other sections rivaling the Southwest in this particular, and transportation charges debar millers of other sections from the Kansas City feed market. This advantage has been decreed the Kansas City miller by Providence and will always be in effect. There has not been a time within the decade that Kansas City millers produced half enough mill-feed to meet the demand, and such a thing as mills shutting down on account of failure to sell flour was never heard of here.

Comparative prices paid for wheat bran at Kansas City and Minneapolis on a given date will emphasize the fact above set forth. August 21 bran sold, f. o. b., Minneapolis, from mills, in bulk, per ton, at \$9.50 and \$10.00; the same day bran sold in bulk, f. o. b., Kansas City, at \$11.50 and \$12.00 per ton.

With these facts as a guide, remembering that twenty-six lines of railway enter Kansas City, that this market—the third largest in America—is the world's depot for hard winter wheat flour, hard winter wheat and corn; that Kansas City is exclusively a cash market, neither countenancing speculation or inflation, and that the demand for bread and feedstuffs has always held Kansas City offerings at a premium, it is not difficult to understand that Kansas City as a milling and grain centre has neither parallel today nor a possible future rival.

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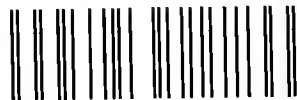
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